

Report Uganda visit Solar Connect Association from  
September 19<sup>th</sup> till September 24<sup>th</sup>

Visited locations Kampala, Biharwe, Mbarara, Nakivale refugee camp and Kabwohe.



*Insingiro district, demonstration solar cooking.*

### **Monday, September 19<sup>th</sup>**

Visiting head office area Nansana, Hoimaroad, Kampala.

Meeting with: Harriet Nampala, marketer.

Maltina Nabeta, Marketing & Communication manager.

Adam Kyambade, supervisor training instructors solar cooking.

Output/advices from our meeting.

1. Expansion of our social business with solar lamps.
2. Planning just in time for transport with SCA complete product range to the villages.

#### **In regarding to communication:**

3. Draw up a Plan of Action about Advocacy, Communication & Strategy.
4. Improvements of the website from SCA.
5. To use platforms such as exhibitions [Uma Show Ground] social media, news papers [free publicity] and own [ improved] SCA website.
6. Prepare the visit abroad next year January of mr. Kaweesa Mukasa.  
Special news! Communicate to the news reporter about the visit of mr. Mukasa to India [ invitation of Solar Cooking International].
7. Adam Kyambade appreciates to have additional training [course] for marketing.

### **Tuesday, September 20<sup>th</sup>**

Travelling from Kampala to Mbarara.

Arrival time around 15.30 p.m. visiting factory in Biharwe.

Before darkness we had a staff meeting with key players of Biharwe manufacture.



**Wednesday, September 21th**

Visiting Oruchinga Refugee Settlement.

Kick-off project in presence of the district governor, camp commander and project leader mr. Buyinga Boaz.

Additional information handed over and demonstrations for many people.

Interview Tina by local broadcast program.



*Kick-off project Nakivale refugee camp. Handing over cookits to the districts governor.*

**Thursday, September 22th**

Visiting Nakivale refugee camp. Assistant camp commander mr. Kintu Khalid.

20 people of different villages are trained as instructor through Olivia how to demonstrate solar cookits, wapi's, hay baskets, eco stoves and keep good maintenance of equipment.



*Training instructors Nakivale refugee camp.*

### **Friday, September 23th**

Meeting with mr. Labeja Jafes Festor, proposed manager of solar cooking outlet centre Gulu, in the Northern of Uganda.

We have talked about: Time to establishing, right place, products, customers, promotion, training and budget.

Request to Yafes: to draw up a Plan of Action and belonging financial budget before November 1st. We shall compose a memorandum of understanding.

The total budget available to start the outlet will be a maximum of 10.500.000,- UGX. Proposed date for the kick-off should be the first of January 2017.

Finally we have a small team meeting together: Mukasa, Olivia, Aisja, Tina, Theo and Jafes. First priority to increase our turnover, because we have overhead costs [ fixed costs] on a high level and that's we need necessarily more sales.

We need at least break-even outcome to cover our general overhead such as staff facilitation, house rent Kampala, maintenance building Biharwe and communication [phone, internet].

### **Priorities:**

- a. To expand solar cooking business outlets in Gulu and Kasese in January 2017.
- b. To have a draft for a plan of Communication, Promotion and Marketing [Tina].
- c. Plan of Action Gulu outlet centre[ Jafes]
- d. Plan of Action Kasese outlet centre [mr. Kule Juvenal]
- e. Expanding our business to offer for sales of solar lamps.
- f. Good cooperation with all the stakeholders such as customers, suppliers, authority's, donors, board of SCA, staff members, prospects etc.
- g. Preparing partnership with Ankole University, Kabwohe.
- h. Follow-up previous visits in June such as:
  1. Focus 3.000 Co.Ltd. ms. Agnes Nanziri, Kasese,
  2. mr. Musuga George from Prayers Palace, Kibuye,
  3. ICCO, Muyenga ms. Rachel Kyozira, introduction SCA to the Church of Uganda,
  4. Namasuba College of Commerce, Entebbe Road, mr. Muwonge Hamza, principal.

After lunch we visited Ankole University, Kabwohe.  
Olivia and Mukasa have given demonstration of solar cooking.  
University is very interested in solar cooking and prepared to have a business relationship with SCA.



*Ms. Edidah, principal of Ankole University, Kabwohe.*

**Saturday September 24<sup>th</sup>** 9.45 p.m. time of departure, me and mr. Jafes to Kampala.